

## Lavendon leads Belgium with DK

The Lavendon Group, Europe's largest powered access rental company has acquired DK Rental, Belgium's largest aerial lift rental company along with its subsidiaries in France and Spain.

Lavendon paid €87.8 million (£61.4 million) for all three businesses, comprising €56.5 million (£39.5 million) in cash, €12.6 million (£8.8 million) in loan notes and the issue of 1,902,372 new shares in Lavendon, representing 4.3 per cent of its enlarged share capital. The acquisition of DK Rental Spain has already been completed, while the Belgian/French business is subject to approval by Lavendon's shareholders. This is expected to be completed by mid December.

DK Belgium and France is owned by its founder Dirk Naessens - the company's chief executive - who owns 51 percent of DK Spain, with most of the balance owned by Ivan Papell, its general manager. Naessens said: "I am very pleased that we have been able to take DK Rental into the Lavendon family. I see this as a move that can only have a positive impact for both our staff and customers." DK will, continue to trade under its own name, at least in the short term, but is already working with Lavendon's existing businesses in France, Spain and Germany.



DK Rental's key managers - including Papell who will manage the combined DK/Zoom Spain operation and Dirk Naessens who has signed a consulting agreement to oversee the merged businesses in France and DK Belgium - are expected to remain with the business.

Naessens founded DK Rentals with Katrien Verbauwhedein in 1984 - the name comes from the first letters of their names. The company has a total fleet of around 2,700 machines with an average age of two years. It operates from seven main depots and three satellites and has 100 employees. Revenues in 2006 totalled €31.3 million with Earnings Before Interest and Tax of €11.2 million. The takeover of the DK Belgian and French businesses is contingent on approval by Lavendon shareholders in December.

## AFI goes Central

AFI-Uplift, one of the UK's top three access rental companies, has acquired Central Access, the Newstead, Nottingham-based powered access rental and training specialist. Central Access, founded in 1998 & owned by Gary and Helen Fearon, is a member of the UK's Access Link.



Nick Higgins of AFI with Gary Fearon of Central Access

The company runs a fleet of around 140 aerial lifts, is an IPAF operator training centre and one of the few approved to carry out Competent Assessed Person (CAP) training leading to the issue of a CAP card.

Fearon has signed a consultancy agreement with AFI and will remain with the business, at least in the short term. The location will be retained, initially as a separate operation prior to merging into AFI.

AFI's corporate development director Nick Selley said: "This acquisition will significantly strengthen our operations in the East Midlands and, as a result, will further boost our national depot network, which now has over 4,300 machines. Once again, it demonstrates how we are able to move quickly and decisively when opportunities arise to expand our business."

## USA production for Aichi



Toyota plant in Columbus Indiana

Japanese market leader Aichi is to open a production facility in Columbus, Indiana, near to the Toyota fork truck facility. The plant will produce up to 10 models from the company's boom and scissor lift ranges by the end of 2008. As part of this expansion the company says that it will also expand its North American sales and support team in Baltimore. The move is part of the company's plans to boost sales by 25 percent to

¥90 billion (\$810 million) by the end of 2010.

The company hopes that all of the growth will come from exports and reach more than a third of its revenues, compared with 10 percent last year. Aichi's sales for 2006 were ¥68 billion (\$612 million) with ¥72 billion (\$649 million) planned for this year. ¥100 billion (\$90 million) will come from exports.

## United Rentals takeover turns ugly

The long agreed buy-out of United Rentals, the world's largest rental company, by Cerberus Capital has turned ugly as Cerberus attempts to renege on the deal.

The first signs of trouble with the deal came in the form of a leak to Reuters news agency two days prior to. The rumour sent United's share price into a nose dive when Cerberus confirmed that it wished to renegotiate. United said that the Cerberus withdrawal was 'nothing more than a naked ploy to extract a lower price at the expense of its shareholders'. It then took legal action to force the private equity firm to complete the transaction as agreed. Cerberus said that a clause in the contract allowed it to pay up to \$100 million to walk away.

It appears that Cerberus did not wish to force its backers to complete their agreed funding of the deal, given the current credit crunch.

Vincent DeCicco, a United Rentals shareholder, then filed a lawsuit against the company, contending that executives concealed risks about the deal's financing before it fell apart. Finally Cerberus filed a counter claim against United asking a New York judge to limit its damages to \$100 million.



# Terex Twin and more for India?

ABG Infralogistics (previously ABG Heavy Industries), a major Indian shipbuilder, port operator and crawler crane hirer has ordered a 3,200 tonne capacity Terex Demag CC8800-1 Twin, the world's largest crawler crane. It will be the third unit to be delivered and is aimed at large power and petrochemical projects within India.

The Mumbai-based company also announced that it is in negotiations with Terex regarding an alliance to manufacture cranes at a new plant it is building on a 30 acre site in Ransai near Navi Mumbai. Saket Agarwal, a director of the ABG Group said: "Terex has shown interest in a tie-up to build cranes at our upcoming plant in India." The company says that production will begin at the new factory early next year with a plan to build 40 units of an 80 tonne crawler crane, details of which it has not specified. ABG has alliances with Fushun crawler cranes and Yongmao tower cranes. It has also recently acquired the designs, drawings and references for Morris port cranes, mostly ship-to-shore container gantry cranes. Terex says that it is looking at a number of manufacturing opportunities in India one of which is ABG.



## Whittall quits Nationwide

Peter Whittall - managing director of Nationwide Access for the past 18 months - is to leave the Lutterworth based company. This follows a difference of opinion with Lavendon UK boss, Andy Wright, over the future strategy and changing managing director's role

at Nationwide. A statement from Lavendon UK said that the decision had been mutually agreed and reasonable amicable. Whittall's duties will be divided between commercial director and head of Nationwide Skylift Peter Douglas and Wright.

## First Sany cranes arrive

The first crawler crane from Chinese producer, Sany, to be delivered in the UK - a 50 tonne SCC500D - has been delivered to York-based Anderson Crawler cranes. A second unit has been sold to BSG Civil Engineering of Maghera, Co.Londonderry, Northern Ireland.

(See Page 58 for an interview with new dealer Watson & Hillhouse)



The first Sany SCC500D in the UK

# Date set for Haydock 2008

Vertikal Days the specialist access and lifting event for the UK and Ireland will be held at Haydock Park near Manchester on June 25th and 26th 2008. The date and venue follow a poll of exhibitors that attended the inaugural event in September.

A large number of improvements are planned for the 2008 event which will once again be a fully catered, informal meeting point for manufacturers, distributors, hirers and major users of cranes, access equipment and telescopic handlers.

All inclusive entry will be free to qualified or pre-registered visitors. Exhibitors will also have a quantity of VIP invitations to issue to their customers. Pre-registration is open at [www.vertikaldays.net](http://www.vertikaldays.net)

# Tower cranes to Telehandlers

Spain's largest tower crane manufacturer, Saez has told Cranes&Access that it is planning to diversify its product range in order to reduce its dependence on cranes. The first step towards achieving this objective will be a

range of Saez telescopic handlers with three models hopefully unveiled early in the new year. The first units are expected to be fixed frame units in the 10 to 17 metre range. Further models will follow as the company carves out a place for itself in this rapidly growing market. In order to reflect the company's diversification it has changed its corporate name from Saez Cranes to Saez Group.



# A load off Hassell

The order includes two of the newly launched 40 tonne 643R and two 80 tonne 683HD telescopic crawler machines.

Inverness-based Weldex has bought four Sennebogen telescopic crawler cranes supplied by UK distributor EH Hassell. The order includes two of the recently launched 40 tonne 643R telescopic crawler and two 80 tonne 683HD telescopic crawler machines. Both models are the first to be sold in the UK - the 643R superseding the 40 tonne 630RHD.

"We originally purchased a Sennebogen machine some five years ago which we were delighted with," said Dougie McGilvray, managing director of Weldex. "Our latest investment in four new Sennebogen machines has added strength in depth to our fleet"

## New LiftPod launched

JLG Australia has launched the LiftPod, a lightweight one-man portable lift shown at the HRIA event in May. The company says that it fills the gap between ladders and larger aerial work platforms for one-person lift applications providing a working height of 4.4 metres, 150kg lift capacity and weighs just 70 kg.

The steel base plate is fitted with non-marking polyurethane wheels with a castor mechanism that retracts automatically when the LiftPod is in use. Power comes from both mains electric and battery power pack.

The first unit - the LiftPod Model FS80 - features a 600mm x 500mm work platform with a low platform entry height, single-hand interlocked control and proportional lift and descent.



The Australian Lift Pod

## New Mantis

Spandek Mantis - the Tennessee-based telescopic crawler crane company - unveiled its new Mantis 20010, a 100 ton capacity telescopic boom crawler crane at the recent ICUEE show in Louisville Kentucky.

The crane includes a 38 metre, four section, heavy-duty boom with a capacity of around 18 tonnes at full extension. A 10 metre swing-away extension plus 7.3 metre jib takes the cranes maximum tip height up to around 59 metres.

The new crane incorporates many of the features introduced on its 100 ton re-railing crawler crane, the 200RS, such as a full pick and carry load chart, heavy duty drive gear and higher than usual ground clearance.



The new Mantis 20010

## Children in Need record bid

Martin Ainscough, until recently the CEO of Ainscough Crane Hire, made the winning bid of £250,000 for Children in Need, for the services of singers Katie Melua and Aled Jones.

The bid - made on Terry Wogan's morning radio show on BBC Radio 2 - was a record in itself as the greatest single bid ever on the show. Ainscough fought for two hours with two other bidders and pipped a man from Leicestershire by £10,000 just as the show closed.

"It is the most amazing, the most wonderful day I've ever had on radio," said a stunned Sir Terry.

Ainscough - who recently sold the Standish-based business to a management buy out, said: "I am heavily involved in raising money for the Prince's Trust in the North West and we recently sold our crane business for £250 million. You have to put a little bit back. I can raise this money for Children in Need and then use the event to raise another £250,000 for the Prince's Trust."

## NRC gets Link Belt

UK crawler crane sales and rental company NRC has been appointed Link Belt mobile crane distributor for the UK and Ireland. The first cranes will arrive in the New Year with the official UK launch scheduled for exhibitions in the late spring/early summer.

NRC will provide a full parts and service backup for the new range, most likely from its base near Santa Pod in Northamptonshire. The company currently sells and services Hitachi Sumitomo crawler cranes in the UK.

"These are exciting times for NRC, the timing of our appointment could not have come at a more opportune moment," said Rod Abbott, managing director of NRC.

## Trailer on rails

Dutch access specialist Eurosupply has developed a new 10 metre trailer mounted road/rail boom lift for working on overhead power lines. The lift, dubbed the Eurorailer is self propelled at height and has been developed in cooperation with rail infrastructure contractor Dura Vermeer, Warmerdam Hoogwerksystemen and Gebroeders Koerts-Techniek, using a Nifty HR10 superstructure.

The Eurorailer has an eight metre platform height, 120kg lift platform capacity, 3.5 metre outreach and weighs just 1,500kg. Powered by a Kubota diesel engine, it has a track speed when stowed of 15kph reducing to 3kph when elevated. The machine has been approved by HCC-DRS, the experts on rail-infrastructure equipment and is equipped with a license plate for road transport.



The Eurorailer is a trailer lift that is fully self propelled on rails

## Jekko in UK

Imai, the Italian-based producer of spider cranes which is marketed under the Jekko brand, has registered Jekko UK Ltd and is looking to have the company up and running early next year.

The company says that it is looking at premises in a number of locations to the south and the east of London. Phil Orwin, previously with Max Access will head up the new operation, and is a director of the new business.

Imai, which has been building spider cranes for just five years also produces between 800 and 1,000 baskets for loader-type cranes as a subcontractor to OEM's and is part of the Ormet Group.



Haulotte CEO Alexandre Saubot formally opened the company's latest sales and service subsidiary, Haulotte Middle East FZE, in the Dubai Airport Duty Free Zone, in late November. Speaking at the Big 5 show just prior to the official opening, Saubot confirmed that the company will exceed 25 percent growth this year and could break the \$1billion, depending on the exchange rates between the Euro and the dollar.

He also claimed that the company will produce almost 25,000 units from its 50 model range in 2007, compared to 172 units from three models in 1995.

Given its revenues and production volumes, Haulotte now believes that it is market leader for non North American sales of aerial lifts.

The Middle East region currently represents less than two percent of Haulotte's sales. The new operation is managed by Arthur Danelian with an initial team of five.

## Metz Socage tie-up

**Socage - the Italian-based truck mounted work platform manufacturer and specialist fire fighting vehicle supplier Metz, part of the Rosenbauer group, have signed a supply agreement.**

Socage will supply 56 metre truck mounted lifts for Metz to convert into specialised firefighting platforms, principally for export. Metz currently works with Wumag which supplies the basic structure for the company's B32 fire fighting platform.

The first unit is already sold to Dubai and includes progressive outrigger positioning which allows the machine to calculate the safe platform load with any outrigger position, for rapid arrival and set up, a feature it may introduce into its commercial platforms, replacing its current three position outrigger system.

## European Genie

**With its first European production line in full swing, Genie has shipped the 500th Z-45/25 articulating boom from the Terexlift factory in Perugia, Italy. Production began in April of this year.**

Ron Barnhart, senior director of European manufacturing said: "We are extremely pleased with the progress of the Genie Z-45/25 articulating boom line. The teams at Genie in Redmond and at Terexlift worked closely together to set up the new line and ensure its success."

The Italian plant is scheduled to start manufacturing the Z-51/30J RT articulating boom at the end of the year.



*A Z-45/25J RT manufactured at the Terexlift factory in Perugia, Italy.*



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# Böcker on trial

Power Lifting Services, the UK distributor for Böcker, has brought in a truck mounted crane for a three month demonstration and evaluation period. The 32 metre Böcker AK 32/1500 is mounted on a Mercedes Atego 7.5 tonne chassis and can also be configured as an access platform.

Power Lifting Services is also launching the full range of Böcker light-weight aluminium lifting accessories ranging from 500kg tip skips to 1,000kg brick forks.

*The Böcker AK 32/1500 will be in the UK for three months, available for demonstration and site evaluation*



# Nifty in Oz



*[(L-R) John King, John Keely and Tim Ward at the ribbon cutting ceremony.*

After seven years of steady growth in Australia and New Zealand, Niftylift Australia has moved into new purpose built premises in Tomago, near Newcastle, New South Wales.

The new facility will house the company's regional headquarters and allow it to carry a larger inventory of its trailer mounted and self-propelled boom lifts. Peter Slack has been appointed as sales manager for the New South Wales region based at the new facility.

Tim Ward and John Keely of Niftylift cut the bright green ribbon to celebrate the official opening of the new building with John King, managing director of Nifty-Australia.

## 90 metre Facelift

Hickstead-based access rental company Facelift has confirmed its order for a 90 metre Bronto Skylift 90HLA. The deal worth more than £750,000 takes the Facelift fleet of truck mounted platforms greater than 34 metres to more than 30 units.

The 90 HLA is the second such machine destined for the UK.

Until this summer the highest machine in the UK was just over 70 metres. The new model combines an outreach of 34 metres with a platform capacity of 440kg.

Facelift is anticipating delivery in March 2008 and expects the machine to be popular with the television, sports and cleaning industries.

## Tie a white ribbon

Bury-based Higher Access helped Bury Metropolitan Borough Council erect a banner on the clock tower in the Town Hall gardens. The banner was in support of the White Ribbon Campaign to reduce the level of violence by men against women. The Teupen Leo 23GT was needed to scale a flight of steps leading up to the tower and then to position the banner.

*Bury MBC's banner on the clock tower was fitted by Higher Access using its Teupen Leo 23GT.*





(left to right) Eric Etchart, Glen Tellock, Ahmed Tahlimet, Nabil Zahlawi of NFT, Frans Vanwinkell and David Semple.

## Biggest order ever

Tower crane manufacturer Potain recently secured its biggest single order ever, with an order from its United Arab Emirates distributor and rental company, NFT. The order for 208 cranes comprises eight different models and included some luffing jib machines. The deal involved Eric Etchart, president of Manitowoc cranes and Glen Tellock chief executive of Manitowoc group.

## Keep on (and on) trucking

This old Bedford mounted Simon lift, pictured, was recently sold on ebay for £2,300 in spite of it being at least 45 years old. Compared to many old lifts sold on e-bay it is in excellent condition. Over the past few years we have raised the issue of dangerous machines being sold on the site with ebay.

No matter what you think regarding the morality of selling old, inoperable or possibly dangerous machines to the public, there is no argument that prices obtained for the oldest aerial lifts is often surprisingly high.



This truck mounted platform was sold recently on ebay for £2,300.

## Brand new award

Skylift - the Limerick-based access and telehandler rental company - has won gold at the Irish Design Effectiveness Awards (IDEA) for its new corporate branding. It is the first company from the equipment sector to win one of the prestigious national awards.

Speaking after the awards ceremony at the Royal Hospital Kilmainham, Dublin, Niamh Browne of Skylift's design team, Designers Ink, said: "Initially we were delighted to be short listed because of the intense competition for these awards but to win the Gold award in the branding category was a fantastic surprise. Skylift was competing against national and internationally recognised brands that operate in more brand and marketing conscious sectors."



The Spider division of SafeWorks recently used seven suspended platforms to take down the huge 10 storey Nike banner advert in Cleveland.

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## JCHI prepares to launch CE boom range

Beijing-based Jing Cheng Heavy Industries (JCHI), the leading Chinese aerial lift manufacturer, is preparing to launch a new range of eight CE marked boom lifts with platform heights of between 24 and 40 metres, as it steps up its export efforts. The first two units, the 30 metre TBZ 30 straight boom and 32 metre TBZ 32 (TBZ30 + articulated jib) are already on test. The new 4x4x4 drive models use Cummins and Perkins engines, Danfoss hydraulics and Fairfield planetary drive hubs and are expected to be approved by June 2008.

The company also has three new electric scissor lifts with working heights between eight and 10 metres, undergoing CE approval. JCHI will exhibit at APEX 2008 where at least four machines will be displayed. The next project is a line of four wheel drive diesel scissor lifts with working heights of 10, 12 and 14 metres.



The new 32m TBZ32 ready for testing

## Gulliver gets bigger

Gulliver's truck hire has ordered a further 30 loader cranes from Terex Atlas. The truck and van contract hire specialist operates more than 2,500 vehicles and will take delivery of the 118.2/A15 VGL units in the first quarter of 2008, taking its fleet up to 120 cranes.

The 11.8 tonne/metre, double telescopic units have 8.2 metres outreach and will be fitted with double platforms

and catwalks. They will join the 30, 118.2 VGL single telescopic cranes supplied in 2006.



Gulliver has taken 30 loader cranes from Terex Atlas.

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## A Hek of a system

Alimak Hek has unveiled the full product range of its new Modular mast climber system at an event at its Middlebeers facility in Holland.

The new system, announced at Bauma earlier this year, allows a wide range of mast climbing work platforms and transport platforms to be built from a small number of interchangeable modular components.

While all of the parts are new, many of them have been designed to work with the existing HEK components in order to avoid obsolescence. The components can also adapt to work with the Alimak hoist components.

The new system introduces three main components, a base unit, drive unit and mast. Three different masts are available for Light, Medium or Heavy applications in work or transport platform mode. An Alimak personnel hoist can also run on the same masts. The new system will provide rental companies with significantly greater capability from smaller inventories, while boosting production efficiencies for the manufacturer.



The new Hek Modular system combines three mast sizes with standard base and drive platform

# Financial round -up

**Vp**, previously, **Vibroplant**, has reported revenues up 24 percent to £76 million, with pre tax profits up 55 percent to £12.1 million. UK Forks one of the UK's top three telescopic handler rental companies, had sales of £8.4 million, an increase of over 18 percent, while operating income almost tripled to £1.93 million.

**Terex Cranes** has reported nine month revenues up 27 percent to \$1.57 billion thanks to stronger sales of mobile and crawler cranes. Profits from operations increased 70 percent to \$173 million. The strong increase in profitability was driven both by an almost four percent increase in gross margins and a strong contribution from favourable currency factors. The company's order book grew by 71 percent compared to last year, to almost \$1.75 billion.

## Genie up 11%

Terex Aerial Work Platforms (Genie) has reported nine month revenues up by 11 percent to \$1.75 billion. Income from operations rose by 24 percent to \$358 million thanks to higher gross margins and favourable exchange rates. Margins were boosted by lower margin telehandler sales being replaced by increased sales of boom lifts which carry better margins. The order book at the end of September was 64 percent up on last year, but 18 percent down on June 30th.

**Skyjack** the Canadian based aerial lift producer, has reported an increase in revenues up almost 32 percent to c\$417.5 million (\$455 million) for the first nine months of 2007. Operating income from the industrial division - largely Skyjack - leapt by almost 65 percent to c\$59 million (\$64 million) over the same period compared to 2006.

## JLG sales up 30%

JLG - part of Oshkosh for more than 10 months - recently reported its full year numbers. Meaningful comparisons are difficult but it seems that 10 months sales at JLG sales are up around 30 percent, with rolling 12 month revenues likely to touch \$3 billion.

## Haulotte up 29%

The Haulotte Group has reported nine months revenues up by 29 percent to €444.9 million. The breakdown by region and business segment remains broadly the same as last year although sales outside of Europe edged up a percentage point to 11 percent. The company is forecasting 25 percent full year revenue growth with net profits of around 12 percent.

## Tadano up 19%

Tadano has increased first half revenues by 19.3 percent to 81.8 billion yen (\$754 million). Domestic sales rose 12.3 percent to 44.9 billion yen (\$414 million), while exports increased 29.2 percent to 36.9 billion yen (\$340 million) driven by a sharp increase in mobile crane sales in Europe and North America. Exports were at a record 45 percent.

In total mobile crane sales increased 32.4 percent to 48,486 million yen (\$447 million), loader cranes dropped a whopping 86 percent to 7.7 billion yen (\$71 million) while aerial platforms improved 18 percent to 6.8 billion (\$63 million). Tadano is forecasting full year revenues 168 billion yen (\$1.55 billion).

## Manitou up 12.7%

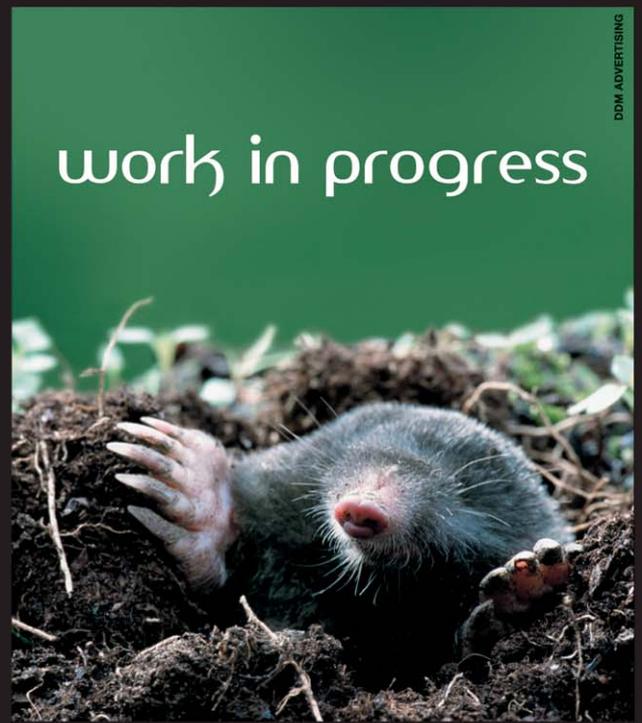
Manitou has reported revenues of €938.6 million for the first nine months of 2007, an increase of 12.7 percent. The company says that EU sales of telehandlers and access platforms were particularly strong, rising by 14.4 percent, while order intake grew by almost 31 percent over the period. The order book has more than doubled since the end of 2006.

## Palfinger up 15%

Palfinger's first nine months revenues are up 15.4 percent to €504.6 million while net profits rose by 27 percent to €53 million. Its €80 million investment is expected to add a 20 percent additional capacity by year end. The company also completed the takeover of Croatian supplier PiR metal, signed its joint venture agreement in India and acquired MBB tail lift.

## Manitowoc up 41%

Manitowoc Crane Group reported nine month revenues of \$2.3 billion, an increase of 41 percent on 2006. Operating income meanwhile jumped by 60 percent to \$324 million. The crane group's order book almost doubled from last year to \$2.7 billion.



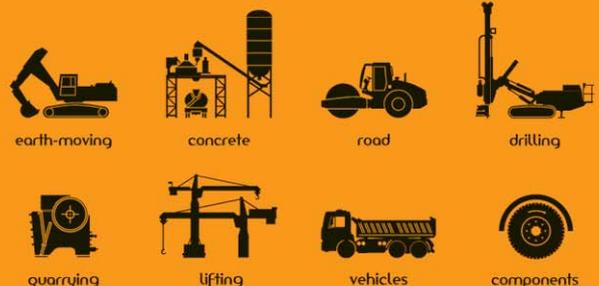
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ANSI models shown.



- **Speedy Hire** has appointed Claudio Veritiero as chief operating officer. He was previously MD of Speedy Lifting responsible for the integration of Lifting Gear Hire.
- **GGR-Unic** has made it into the Sunday Times Top 100 fastest growing companies in Britain for 2007, with 59.1% annual growth.
- All charges have been dropped against **John Whitfield**, 54, of Darlington, an employee of **ES Access** who was operating an under-bridge inspection lift when it was hit by a train earlier this year.
- **Street Crane Company** has appointed industry veteran **Dick Davidson** as its new sales manager for North America.
- **Mateco** is to integrate Straub Mobilmietlift into the Mateco business following its acquisition in early November.
- **Speedy Hire** has issued a statement dismissing speculation that it is looking at a take over of **A-Plant**.
- The UK's **Strategic Forum for Construction Tower Cranes** has agreed its short term plan.
- UAE based **House of Equipment** is to supply AED 20 million of tower cranes for the Emirate's Meydan racing, tourist and leisure complex.
- A coroner in **Canada** has called for a change in crane cab design at an inquest into a road accident.
- The second **Europlatform** conference will be held the day before APEX opens.
- **Teupen**, the spider lift manufacturer has appointed Rivald Scandinavia as its exclusive distributor for Denmark, Sweden, Norway and Iceland.
- Las Vegas based aerial lift rental company **Ahern Rentals** has reported nine month revenues up 28% while net income fell 29%.
- **Custom Equipment**, the manufacturer of the Hy-Brid aerial platforms has relocated to a new facility in Richfield, Wisconsin.
- **A-Plant** has launched a new Site Safety Pack, designed to help customers understand the ever evolving Health and Safety legislation on site.
- **Escorts Construction Equipment** - a subsidiary of one of India's largest engineering groups - has launched the new TRX series of pick and carry cranes.
- British based rental company **VP**, previously known as Vibroplant and owner of UK Forks, has announced three new acquisitions two in Ireland and one in the UK.
- Japanese crane and lift manufacturer **Tadano** has completed a new cylinder and paint plant in Japan and set up a JV in China for component production.
- Finnish-based crane and access company **Havator** has purchased two 102.5m **Wumag** WT1000 truck mounted aerial lifts. Mediaco of France has also purchased one.
- **TNT Crane & Rigging** of Houston, Texas, has been acquired by an MBO led by **Mezzanine Management**, a private equity firm.
- **Speedy Hire** has won the EIM Marketing Strategy of the Year Award at this year's National Business Awards, sponsored by Orange.
- Singapore-based **Tat Hong** has more than doubled half year crane rental revenues.
- **Manitex**, the US-based boom truck, telehandler and RT fork-truck producer has reported strong results in a difficult market.
- Glen Tellock, president and chief executive officer of **Manitowoc** has been elected 2008 chairman of the Association of Equipment Manufacturers.
- **Liebherr-Rental** has appointed **Paul Clark** general manager - managing director designate.



Claudio Veritiero



Paul Clark

- **Cramo** has announced first nine months revenues up 23% while profits jumped by 50%. It has also acquired access rental companies Kumla Lift and Hyrcenter in Sweden.
- **SGB** has won scaffold contracts worth over \$1.6 million from Glaxo Smith Kline in Singapore.
- **H&E equipment** which now also owns **JW Burress** has reported nine month revenues up 21% while profits jumped more than 500%.
- **Mantis Cranes**, the Irish manufacturer of self erecting tower cranes, has appointed **Robert Rowlette** as general manager.
- **Cargotec's MacGregor** business has won orders from Asia worth about €70.
- **Vertikal.Net** has launched a new Russian language web site **VertikalNet.ru** which is now live.
- A blue Volvo truck and Genie boom has been stolen from **Higher Platforms** in Oxford.
- **Manlift Engineering** of Wisconsin has introduced a battery powered version of the **Genie Z-60/34** articulated boom lift along with a new 25ft/7m pedestal mounted telescopic boom lift, the PM25.
- UK rental company **Hewden** recently carried out a six crane multiple lift while its telehandlers and access platforms worked underneath.
- The New York state Labour department is planning to suspend the certification of at least 129 **crane operators** over testing irregularities.
- Seven construction workers were killed in **Dubai**, when a bridge collapsed after being hit by a crane.
- **Konecranes** has won a 173 crane and maintenance order from a leading wind turbine manufacturer Suzlon Energy in India.
- **Pop-Up Products** launched its Pop-Up range of push around scissor lifts at the Batimat exhibition in Paris. The US launch is planned for February.
- **Caterpillar's** Malaga demonstration fleet will start using biodiesel 20.
- **Ramirent**, the Finnish based rental company has reported strong nine month numbers with revenues up by more than 29% and has acquired PM Materiel a Danish general rental company based in Kalundborg.
- **Panther Platform Rentals** has purchased 80 new Power Towers from **CTE UK**.
- Crane runway product specialist **Cavotec MSL** is to sell **Cavotec Gantrex** to the Belgian Gantry Group.
- **Bobcat** is looking to add new dealers in Southern England
- **Terex** is to raise \$500 million with the issue of senior notes with maturity dates of 2015 and 2017.
- **David Sumerling** has been promoted to head up JLG's worldwide exhibitions and events.
- **Gehl**, the US telehandler and skid steer loader producer has reported nine month sales down 7%, but claims to have increased market share.
- **Cramo** the Finnish based international rental company has acquired the Danish rental assets of **Skanska**.
- A truck mounted platform belonging to Bolton-based **CG Cleaning**, tipped over while on window cleaning duties in Salford Quays, Manchester.
- One of the largest floating cranes in the world, **Rambiz**, was used to salvage the MSC Napoli.
- **Palfinger** has agreed a take over of **MBB Liftsystems**, one of the leading tail lift producers.
- Profits at **Hiab**, the loader crane manufacturer have fallen 14% due to slower sales in the USA
- **JLG (UK)** has become the latest IPAF training centre approved to issue the CAP card for Competent Persons.
- **Vertikal.net** smashed all of its previous records in October with more than 75,000 visitors and 3.25 million hits!
- **Kobelco's** 110 tonner announced at Bauma is currently being tested for delivery early 2008.
- Norwegian **Aker ASA** is to sell **ABAS Crane** and **Aker Brattvaag Winch** to ODIM.
- **EPG insurance services** is planning to roll out a Europe wide equipment and commercial risks insurance service.
- **Heila Marine Cranes** of Italy has won an order for a knuckle boom offshore crane with Active Heave Compensation (AHC) system.
- A stolen access platform was used to ram-raid a store in **Chester**.
- **Hewden**, the UK's largest equipment rental company has won this year's HAE 'Excellence in Training Award'
- **Instant UpRight** - the aluminium access tower producer - has appointed **Planet Platforms** as its master distributor for the UK.
- India's leading mobile crane company **ACE** has reported a 74 percent increase in third quarter revenues.
- **Gunnebo**, the lifting chains producer, has appointed **Certex UK** as one of its main UK distributors.
- **Rolf J Persson** has been appointed as the new managing director of Alimak, the hoist business of **Alimak-Hek**.
- A container straddle carrier crane tipped over at **Tilbury docks** near London trapping the driver.
- A tower crane came crashing down in **Sharjah UAE** killing the operator and a bystander.
- Australian based **Robway Crane Safety Systems** is to invest in an office in Dubai.
- A man was killed in **New Zealand** when the boom of a loader crane swung into the path of his vehicle.
- **Caterpillar** has reported record third quarter results but issued a gloomy outlook on the US market for its products.
- **IPS** the UK based international parts and service company is launching a new user friendly on-line parts sourcing system.
- **Hird** the UK crane and access rental company has ordered £2 million worth of new equipment for the first half of 2008.
- **Skyjack** parent, **Linamar**, has agreed to purchase a component plant in Swansea.
- UK based **Lifterz** has taken delivery of its 200th aerial lift, a JLG scissor lift.
- UK based **Access parts** is supplying four truck mounted scissor lifts to Dubai for aircraft maintenance.
- **Rise Hire**, the van mounted lift specialist, now part of Lavendon UK, has implemented a new ERP software system.
- A luffing jib tower crane dropped a skip from the 51st floor of a building on Sixth Avenue in **New York**.
- **Manitowoc** has broken ground on 5,000 sq m of new space at its crawler crane plant in Wisconsin.
- London-based **Millennium Crane Hire** has added a Liebherr 1095-5.1 to its fleet.
- **Ramirent** of Finland has ordered 20 Maeda spider cranes from local dealer, Rotator Oy.
- The **Ormet**, owner of Imai, the mini spider crane manufacturer and Italy's largest loader crane mounting company, has celebrated 35 years in business.
- **Nigel Woodger** and **Adrian Blomeley** have joined **Pop Up Products'** full time as managing director and finance director, joining sales director **Paul Gallacher**.



Rolf J Persson



David Sumerling

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